



EXPORT-IMPORT BANK
of the UNITED STATES

Jobs Through Exports

Ex-Im Bank: Trade Financing Solutions

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How Does Export-Import Bank Fit In?

State Department

gives foreign policy
guidance – US
Embassies



Commerce Department

provides information,
counseling and expertise
Foreign Commercial
Service



US Trade & Development Agency

project planning
funding & assistance



OPIC

provides project finance and
investment insurance



Export-Import Bank

finances exports through varied
term programs and insurance





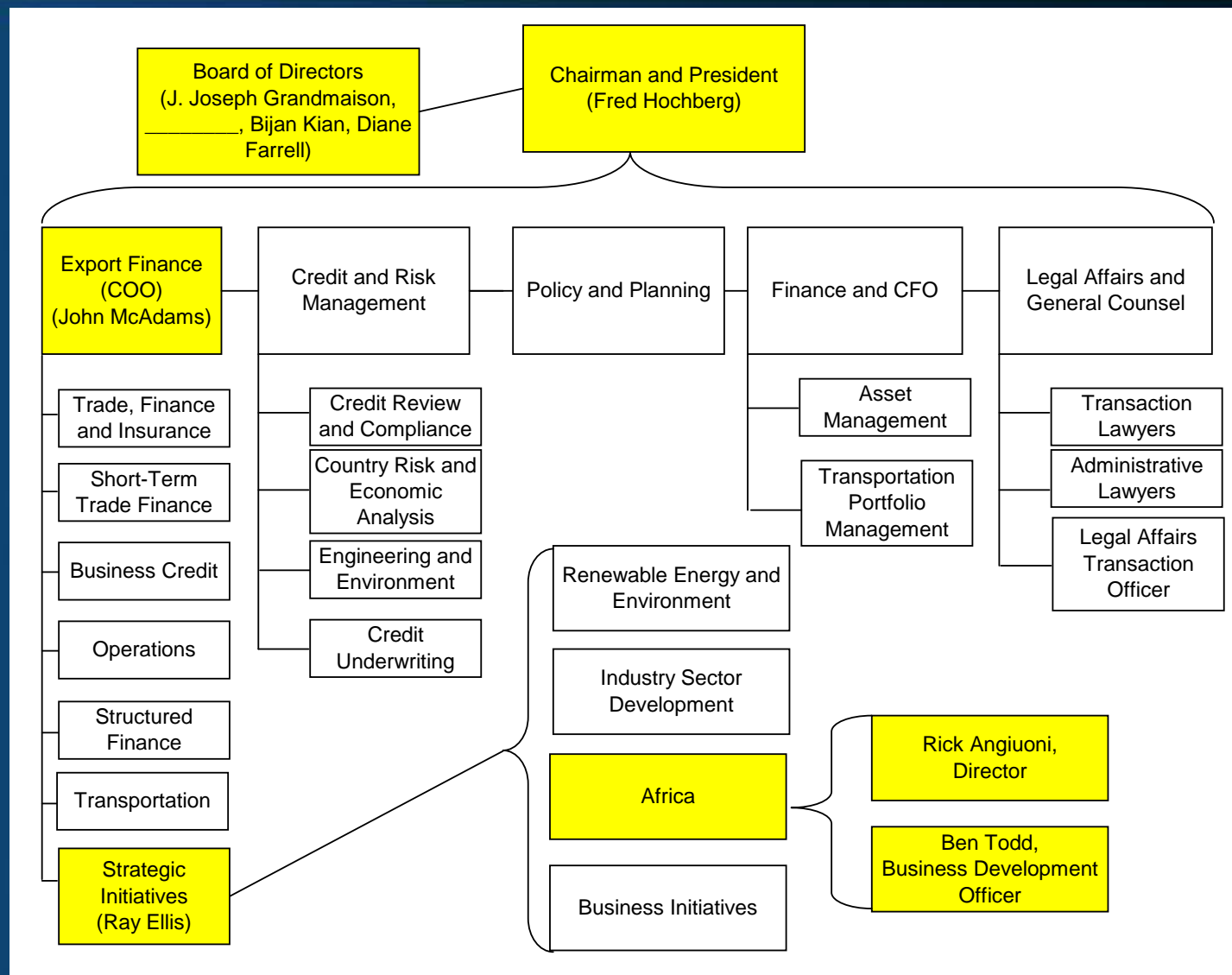
Ex-Im Bank Introduction

Export-Import Bank (Ex-Im Bank) is an independent agency of the United States Government

- Established in 1934
- Headquartered in Washington, DC
- 7 regional U.S. offices



The Africa business development office is under the COO





Ex-Im Bank Introduction (cont'd.)

- Official export credit agency of the United States
- Mission: assist in financing the export of U.S. goods and services to international markets
- Does not compete with private sector lenders, but provides export financing products that fill gaps in trade financing
- Assumes credit and country risks that the private sector is unable or unwilling to accept



Ex-Im Bank's Commitment to Supporting Transactions in Africa

- Since 1999, Ex-Im Bank has supported over \$4.8 billion in transactions throughout SSA
- For fiscal year ended September 30, 2008, Ex-Im Bank supported 133 transactions totaling \$575 million in 20 SSA countries
- Total SSA exposure is \$2.6 billion



How Ex-Im Bank Can Assist You

Your Needs

Short-Term Accounts
Receivable Financing

Medium-Term &
Long-Term Financing

Our Solutions

■■■■ Export Credit Insurance

■■■■■■■■ Export Credit Insurance or
Commercial Loan Guarantees;
Project/Structured Finance;
Transportation



Benefits to International Buyers

- IMPROVED CASH FLOW
- LOWER INTEREST RATES
- EXTENDED TERMS
- ESTABLISH CREDIT RECORD



Ex-Im Bank is open Long-Term in Nigeria

	Short-term Sector(s) Open	Medium-term Sector(s) Open	Long-term Sector(s) Open	Open for Specially Financed Transactions
Nigeria	Public & Private	Public & Private	Public & Private	Yes

- Total Ex-Im Bank exposure in Nigeria is \$403 million.
- Recently, Ex-Im Bank has visited Nigeria at least three times a year.
- In FY2008, Ex-Im Bank did \$128 million on 33 transactions

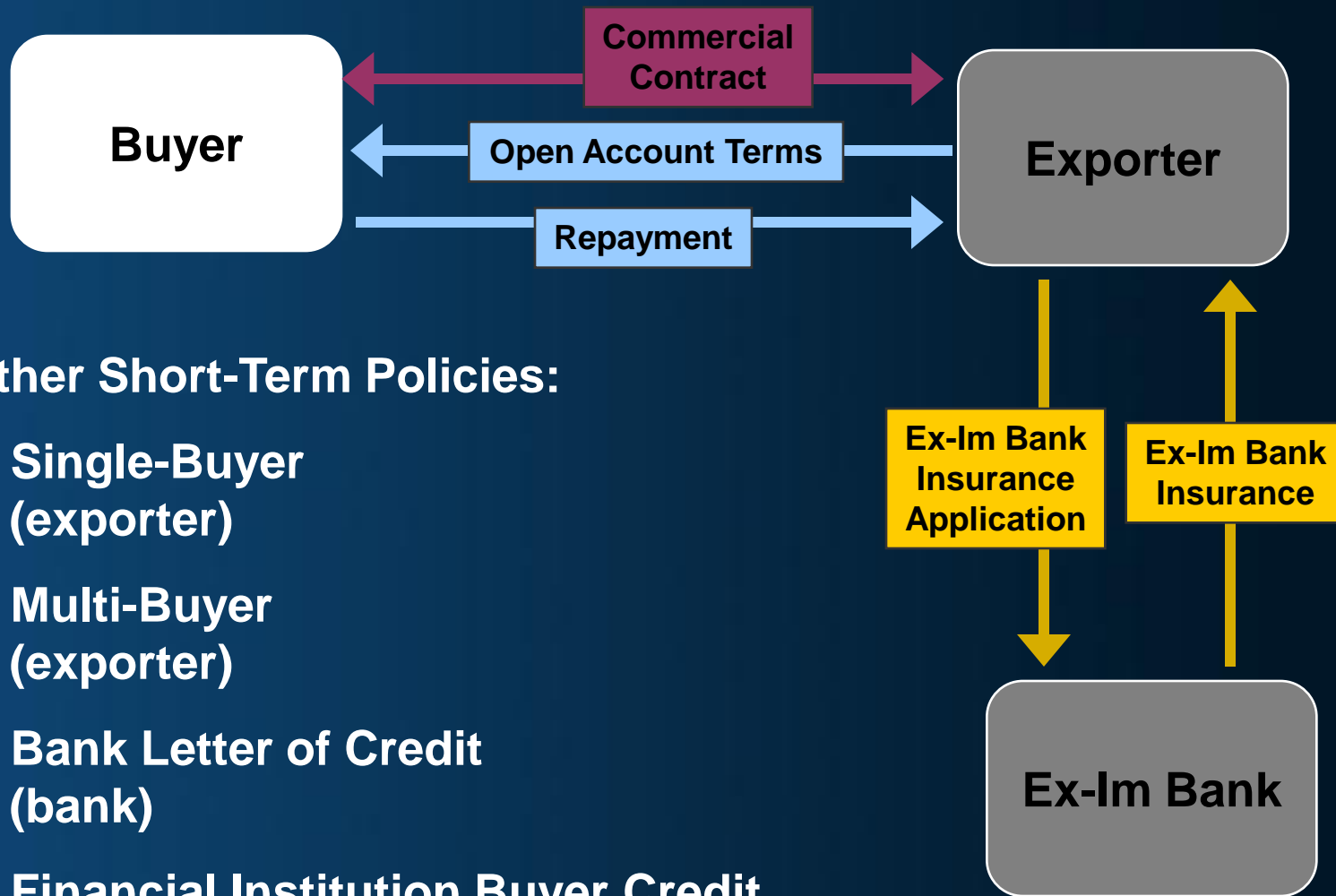


US Content Policy

- Export must be exported from the United States
- 51% U.S. content for short-term transactions
- up to 85% U.S. content for medium/long-term transactions (OECD driven)
- Services must be performed by US-based personnel, either in the US or in the “host” country



Short-Term Export Credit Insurance is Rather Straightforward



Other Short-Term Policies:

- **Single-Buyer (exporter)**
- **Multi-Buyer (exporter)**
- **Bank Letter of Credit (bank)**
- **Financial Institution Buyer Credit (bank)**



Exposure fee advice tables

EXPORT-IMPORT BANK OF THE UNITED STATES PREMIUM RATES

Effective: 11/2/2007

NIGERIA

Short Term Single Buyer Insurance

Term	Sight L/C	CAD/SDDP	1 - 60	61 - 120	121 - 180	181 - 270	271 - 360
SOV/POL/PS:	\$0.13	\$0.26	\$0.70	\$1.14	\$1.45	\$1.83	\$2.23
F.I.:	\$0.14	\$0.28	\$0.75	\$1.23	\$1.57	\$1.98	\$2.41
NFI:	N.A.	\$0.47	\$1.26	\$2.07	\$2.64	\$3.32	\$4.05

Pre-Presentation for Letters of Credit

Term	Sight - 90	91 - 120	121 - 180	181 - 270	271 - 360
SOV:	\$0.13	\$0.19	\$0.26	\$0.39	\$0.52
F.I.:	\$0.14	\$0.21	\$0.28	\$0.42	\$0.56

Sov= Sovereign; POL=Political Only; PS=Preshipment; F.I. = Financial Institution (public/private);
NFI=Non Financial Institution (public/private)

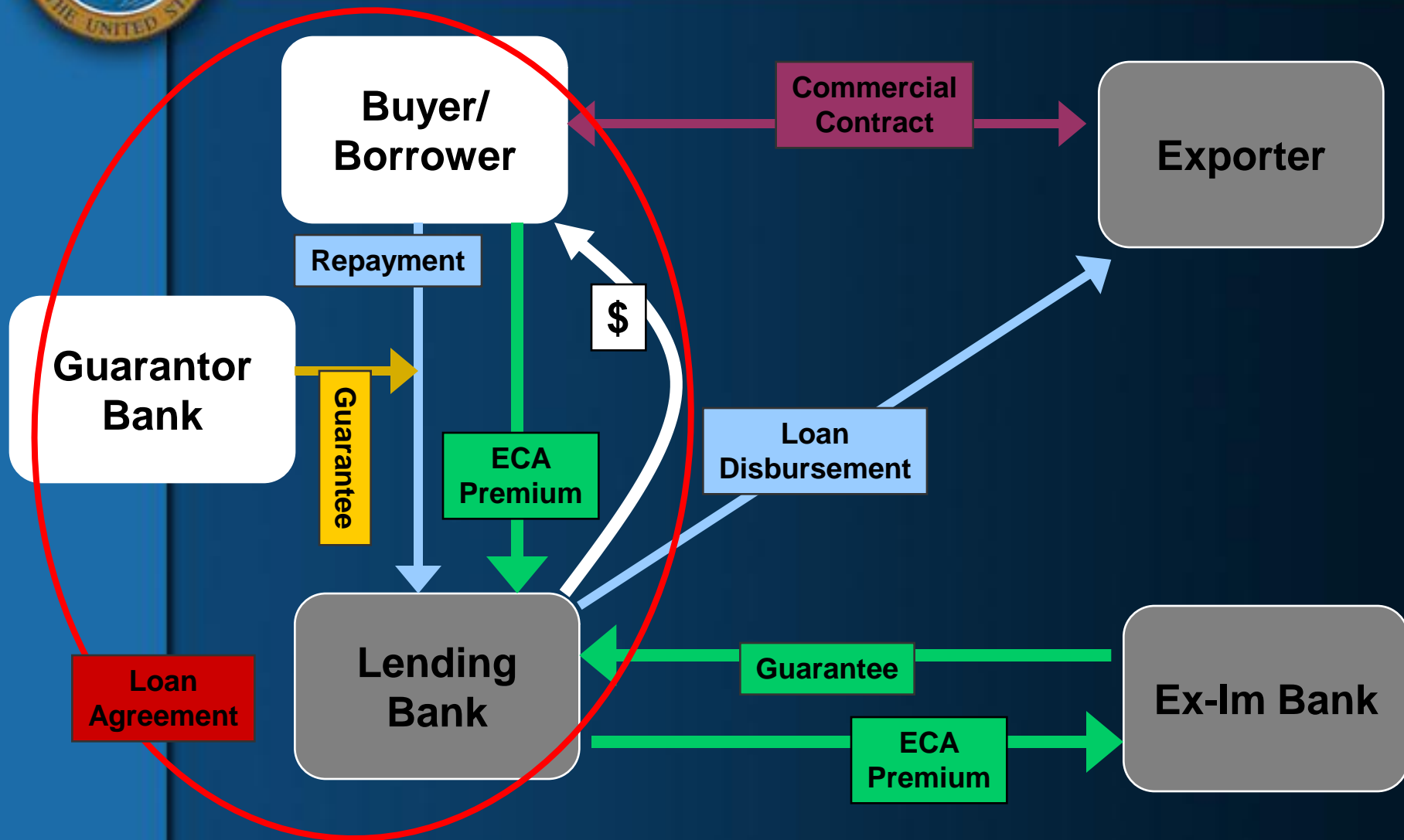


Application for ST Insurance

- The following are the required steps to obtain an Export Credit Insurance policy:
 1. U.S. exporter and international buyer negotiate a sales contract;
 2. International buyer supplies the U.S. exporter with financial information, as required by Ex-Im Bank's credit standards.
 3. U.S. exporter submits insurance application to Ex-Im Bank, which includes requisite financial information received from the buyer.



A Medium/Long-Term Loan Guarantee Financing Structure



For transactions over \$10 million, Ex-Im Bank is party to the loan agreement



14 Nigerian Banks are part of our \$1 billion Nigerian Bank Facility

Access Bank	www.accessbankplc.com
Afribank	www.afribank.com
Diamond Bank	www.diamondbank.com
Ecobank	www.ecobank.com
Fidelity Bank	www.fidelitybankplc.com
First Bank	www.firstbanknigeria.com
First City Monument	www.firstcitygroup.com
Guaranty Trust Bank (GTB)	www.gtbplc.com
Investment Banking & Trust Company (IBTC)	www.ibtc.com
Intercontinental Bank	www.intercontinentalbankplc.com
Oceanic Bank	www.oceanicbanknigeria.com
Skye Bank	www.skyebanking.com
Union Bank	www.unionbankng.com
Zenith Bank	www.zenithbank.com

The facility's utilization rate is 44%



Medium/Long-Term Foreign Content Policy

For medium- and long-term financing, Ex-Im Bank will support the following amounts:

- 85% of the contract price if eligible foreign content is 15% or less
- Greater than 15% eligible foreign content, Ex-Im will support U.S. content only



Medium/Long-Term Foreign Content Policy

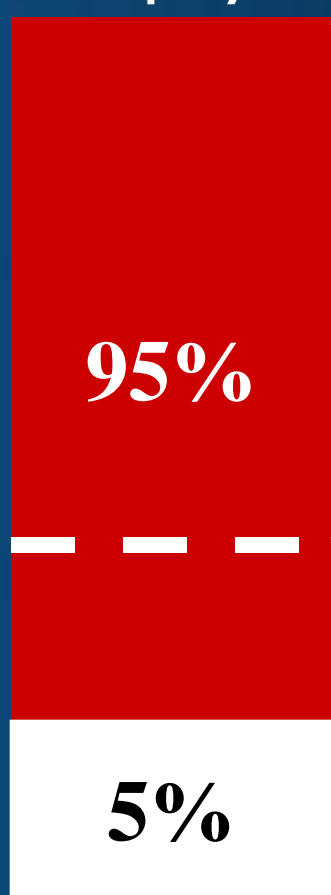


U.S. Content



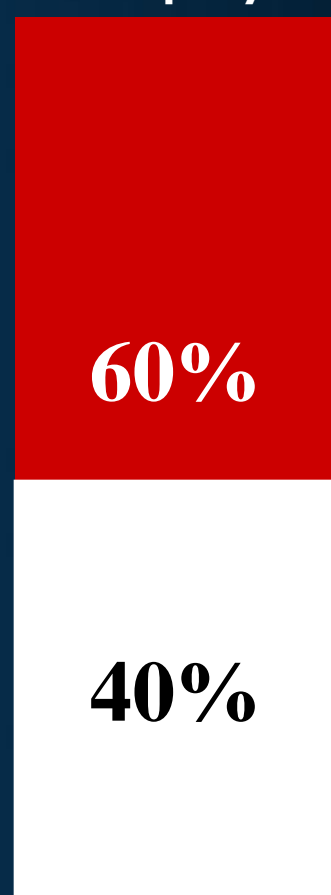
Eligible Foreign Content

Company A



**Ex-Im
support
available for
85% of
contract
price**

Company B



**Ex-Im
support
available for
60% of
contract
price**



This is a Standard Medium/Long-Term Financing Transaction Profile

Net contract price	\$ 1,000,000
Cash payment (15%)	<u>(150,000)</u>
Financed portion	\$ 850,000
Exposure fee @ 10%	<u>+85,000</u>
Total financed	\$ <u>935,000</u>

Medium Term: up to 7 years, including 2 year disbursement

Repayment: 5 years, or 10 equal semi-annual payments

Long Term: up to 12 years, including 2 year disbursement

Repayment: 10 years, or 20 equal semi-annual payments



Ex-Im Bank Exposure Fee Calculator (for all M/L-T Products)

Ex-Im Bank Exposure Fee Calculator

*This is a nonbinding fee calculation provided for your convenience.
Actual fees will be determined by Ex-Im Bank upon approval of a completed application.*

Ex-Im Bank Exposure Fee Level (or by Country):	Nigeria (6) ▼
Percentage of Cover:	100 %
Product: MT Insurance (2) or Guarantee/Direct Loan (3)	3 ▼
Repayment Period: (Years)	5.0
Drawdown Period: (Months)	6
Financed? (Y/N)	Yes ▼
Paid: Up Front (F) or As Drawn (D)	D ▼

Transaction Risk Increment:						
-1	0	1	2	3	4	5
6.83 %	7.65 %	8.48 %	9.32 %	10.18 %	11.05 %	11.93 %
Political Only	Sovereign					
Non-Sovereign ----->						

See: http://www.exim.gov/tools/fee_calc.html

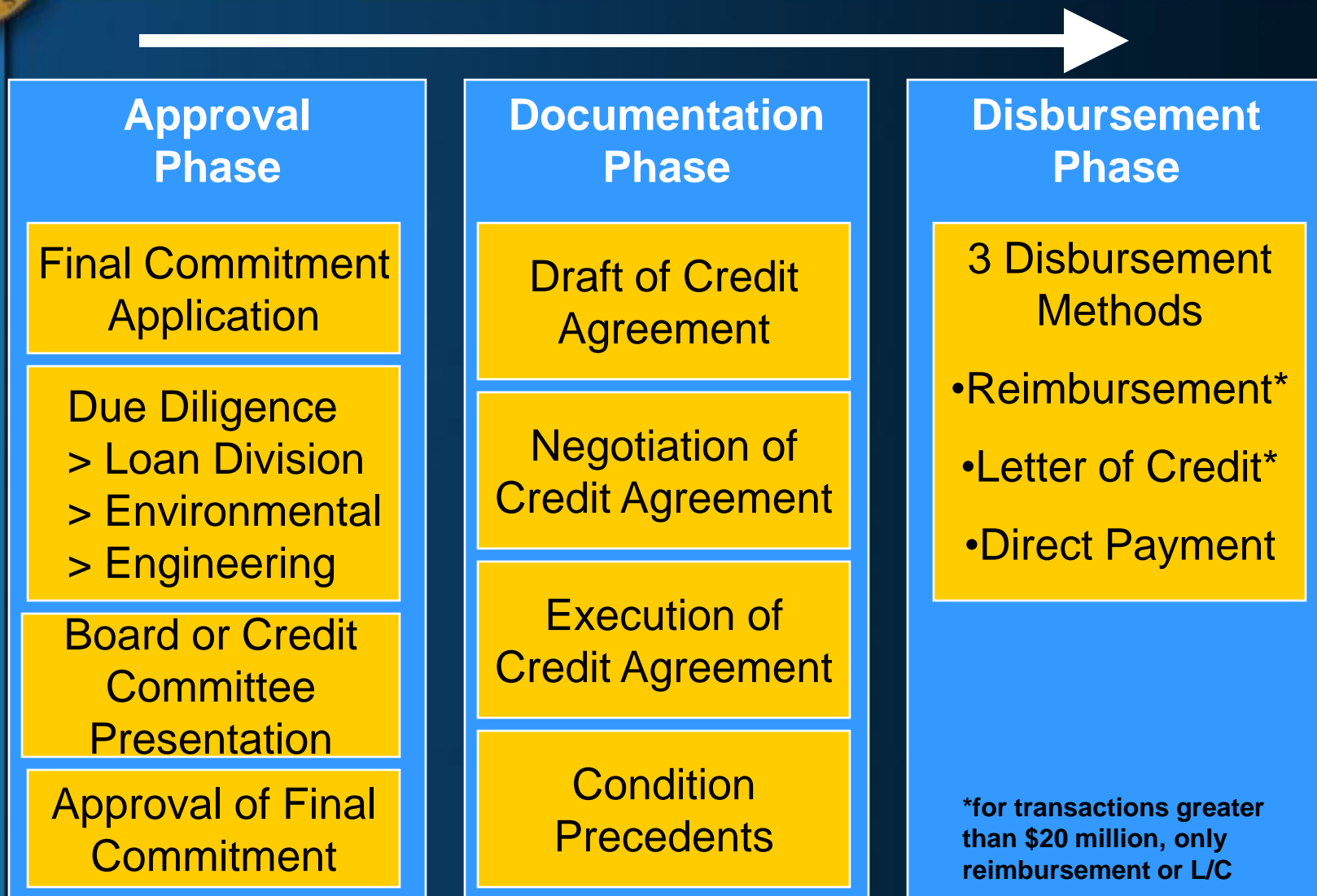


Applications for Medium/Long-Term products differ

- There are three steps to approaching Ex-Im Bank:
 1. U.S. exporter and international buyer negotiate a sales contract;
 2. International buyer and/or U.S. exporter identify a financing institution to provide the loan (commonly a U.S. bank, but foreign banks willing to lend U.S. dollars can also apply);
 3. Lending institution submits final application to Ex-Im Bank for review and approval.
- Letter of Interest (Eligible Applicants: Anyone)
 - To initiate financing discussions with lending institutions or to complement financing proposals for competitive bids, U.S. exporters and importers can obtain an Ex-Im Bank Letter of Interest (LI) to assist in negotiations for medium- and long-term transactions.
 - The LI indicates the Bank's willingness to consider a financing offer if sale is completed. An LI can be issued within seven days of a request for financing and remains in effect for six months.



Medium/Long-term Application Processing has Several Steps





Direct Loans are becoming more common

Repayment Term	CIRR Rate*
Up to 10 Semi-Annuals (S/As)	2.32%
> 10 S/As up to 17 S/As	2.86%
> 17 S/As	3.47%

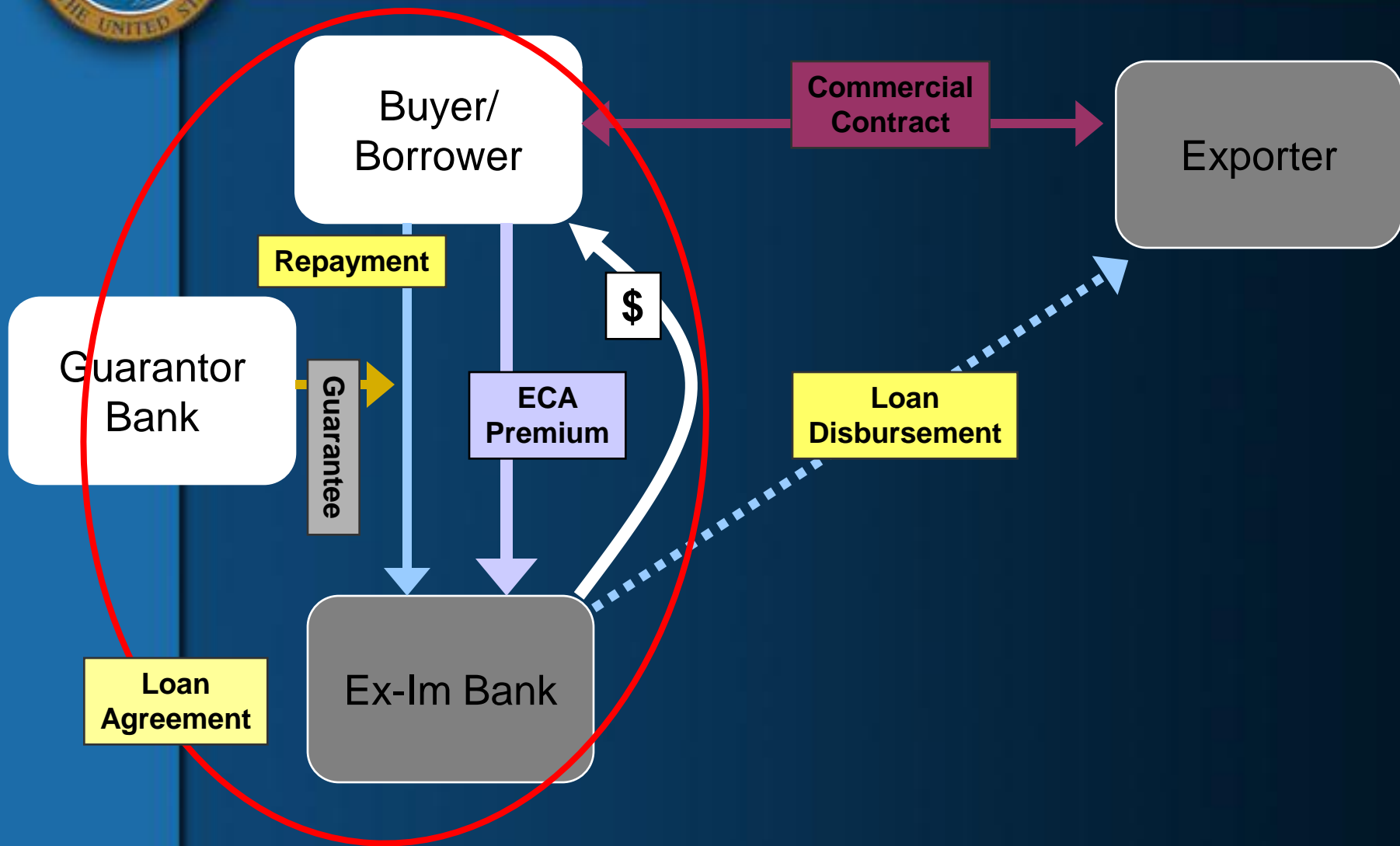
Transactions are normally:

- Over \$10 million, and
- Used for financing purchases of U.S. capital equipment and services, and exports to large-scale projects.
- Fixed rate

*Commercial Interest Reference Rate is for May 15, 2009 - June 14, 2009



Ex-Im Bank can lend directly to buyers





Ex-Im Bank has several main policies

- **Shipping** (Only for All Direct Loans and Guarantees over \$20 million)
- **Foreign content** (eligible vs. ineligible)
- **Used Equipment**
- **Local Costs**
 - Ex-Im Bank can support up to 30% of the US contract value in costs incurred in the buyer's country
- **Military**
 - Ex-Im Bank cannot consider Military exports

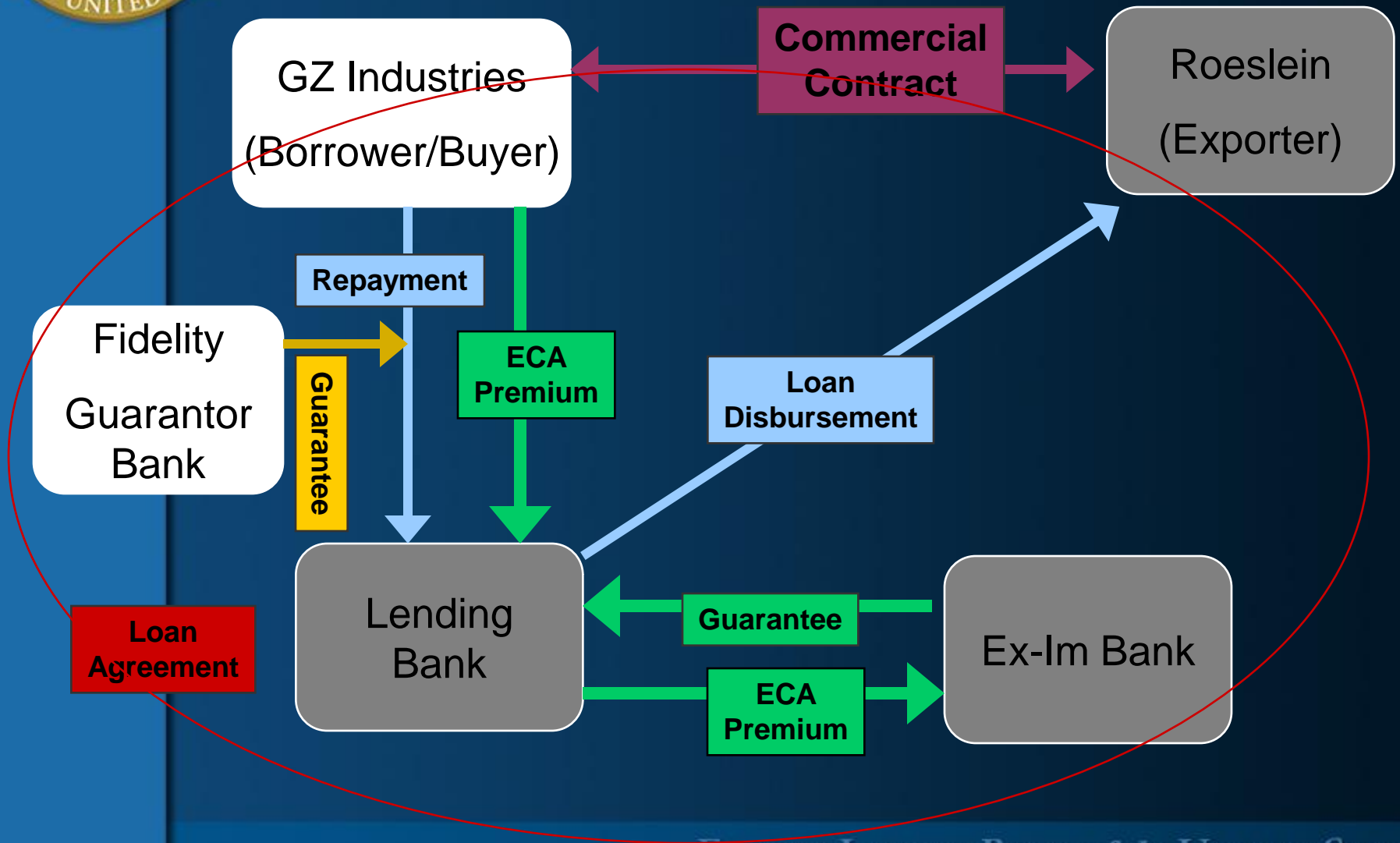


Case Study: Project Profile

- Project Description: Aluminum Can Manufacturing Facility
- Total Project Cost: \$27,500,000
- Location: Ogun State, Nigeria
- Ex-Im Bank Financed Amount: \$19,634,327
- Balance of Financing: Shareholder's Equity and Bank debt
- Tenor: 7 years



Case Study: Financing Structure: Ex-Im Guaranteed Loan





Case Study: Project Rationale

- Feasibility Study: Completed with a grant provided by USTDA
- Plant Capacity: 600 million aluminum cans per year
- Financing Structure: Sound with debt & capital distributed
- Offtake of the Plant: Nigerian bottling & brewery companies
- ROI: very attractive

Establishing a world-class manufacturing facility in Nigeria.



Case Study: Project Rationale

- Principal parties:
 - Roeslein & Associates: US Exporter
 - Well established track record
 - Fidelity: Nigerian Guarantor
 - Well capitalized and sound management
 - GZI: Borrower
 - Professional strong management
 - Rexam: Technical partner
 - Experienced and industry leader
 - ROI: very attractive



Case Study: Macroeconomic Rationale

- Nigeria is a market of 150 million people
- No domestic source of the production of aluminum cans.
- Import substitution as cans in Nigeria are imported and bottlers pay 20% tariff.
- Creation of jobs for local Nigerians
- Diversification of Nigerian economy
- Investments in Nigeria
 - Nigeria an attractive investment destination
 - Risk vs. rewards
 - Supporting business framework
 - Welcoming environment



Strategic Initiatives

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